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# Message Text

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46
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 SP-02 AID-05 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 COME-00 L-03 SAJ-01

CIAE-00 FRB-03 INR-07 NSAE-00 USIA-06 XMB-02 OPIC-03

LAB-04 SIL-01 H-02 PRS-01 PA-01 EURE-00 /088 W
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P 041800Z AUG 75
FM AMEMBASSY BERLIN
TO SECSTATE WASHDC PRIORITY 1166

C O N F I D E N T I A L BERLIN 6118

E.O. 11652: GDS
TAGS: EEWT, GE, BEXP, US, PFOR
SUBJECT: US/GDR TRADE TALKS

REF: (A) STATE 175485; (B) BERLIN 6115

1. IN A MEETING WITH SCHMIED OF THE MINISTRY OF FOREIGN TRADE, THE EMBASSY'S ECON/COMMERCIAL OFFICER (PARKER) PRESENTED THE DEPARTMENT'S PROPOSAL FOR LIMITED EXPERT-LEVEL TRADE TALKS AS INSTRUCTED IN REF (A).

2. SCHMIED REPLIED THAT THE GDR AGREES IN PRINCIPLE WITH THE PROPOSAL THAT MR. DOWNEY VISIT LEIPZIG AND CONDUCT TALKS WITH GDR REPRESENTATIVES ON THE EXPERT LEVEL. HE SAID THAT SUBJECT TO APPROVAL BY STATE SECRETARY BEIL HE WOULD SUGGEST THE FOLLOWING PROGRAM FOR MR. DOWNEY AND HIS GROUP:

SUNDAY, AUGUST 31 (FAIR OPENING DAY)

P.M. ATTEND OFFICIAL GOVERNMENT RECEPTION IN LEIPZIG

MONDAY, SEPGEMBER 1; TOUR OF LEIPZIG FAIR

UNDER DIRECTION OF MINISTRY FOR FOREIGN TRADE
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TUESDAY, SEPTEMBER 2: EXPERT TALKS WITH GDR OFFICIALS, FOLLOWED BY WORKING LUNCHEON OR MEETING WITH BEIL IN

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WHICH THE RESULTS OF THE DOWNEY MEETINGS AND TALKS WOULD BE
REVIEWED.

3. REITERATION BY ECON/COMMERCIAL OFFICER OF THE US
CONCEPT OF THE LEIPZIG VISIT AND TALKS, I.E. A LONGER
PERIOD DEVOTED TO TALKS IN WHICH BEIL WOULD BE PRESENT AND
ACTIVE AS DOWNEY'S COUNTERPART, PRODUCED NO CHANGE IN
THE SCENARIO SKETCHED BY SCHMIED. INSTEAD, HE REFERRED TO
VERY GREAT PRESSURE ON TIME AND ATTENTION OF GDR FOREIGN
TRADE OFFICIALS IN THE TEN DAYS PRECEDING THE FAIR AND
IN THE LATTER PART OF FAIR WEEK ITSELF. HE SAID THIS GREAT
PRESSURE MAKES IT IMPORTANT THAT WE REACH RAPID AGREEMENT
ON THE DOWNEY PROGRAM. GDR FOREIGN TRADE OFFICIALS, HE
SAID, HAVE ALREADY SCHEDULED THEIR ACTIVITIES FULLY FOR THE
LAST THREE FAIR DAYS (SEPTEMBER 5-7) IN CONNECTION WITH
VISITS OF SEVERAL LARGE TRADE DELEGATIONS OF SPECIAL
IMPORTANCE TO THE GDR, AND THE FIRM SCHEDULE OF FOFFICIALS'
TIME EARLIER IN FAIR WEEK CONTINUES TO GO ON.

4. SCHMIED SAID THAT HE WOULD BE BACK IN TOUCH WITH BEIL'S
CONFIRMATION OR AMENDMENT OF THE PROPOSED SCHEDULE WITHIN
TWO DAYS. IT SEEMS TO US THAT SCHMIED'S REPLY WAS A
PREPARED RESPONSE TO THE ANTICIPATED PROPOSAL THAT A
SENIOR US OFFICIAL VISIT THE FAIR AND NOT A RESPONSE TO THE
SUBSTANCE OF OUR PRESENTATION ON TALKS.

WE ARE AWAITING WITH INTEREST BEIL'S VIEWS WHICH WILL CONSTITUTE
A SUBSTANTIVE RESPONSE TO THE DEPARTMENT'S LIMITED TRADE
TALKS PROPOSAL.

5. FOLLOWING DISCUSSION OF THE FAIR VISIT AND TRADE
TALKS, PARKER REFERRED TO THE GEORGI LETTER IN TERMS
CONTEMPLATED IN REF (B). SCHMIED DID NOT ADMIT ANY KNOWLEDGE OF THE
LETTER BUT ASKED IF WE WERE SAYING THAT THE GDR MACHINE TOOL
MINISTER HAD REPLIED TO A QUESTION WE HADN'T ASKED. PARKER
REPEATED THAT THE EMBASSY HAS NO RECOLLECTION OF SUCH A REQUEST
ON OUR PART. SCHMIED AGREED THAT THE QUESTION COULD BE
RAISED BY THE GDR IN THE COURSE OF THE DOWNEY TALKS.COOPER

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